

# THE COMMERCIAL

## Business Briefs.

### Marshall Field & Co.'s Report.

CHICAGO, March 9.—Marshall Field & Co. in their weekly review of the dry goods trade say:

"Wholesale shipments of dry goods for the current week show a slight increase over the corresponding period of a year ago. Road orders for at once delivery are running about equal in volume to the period last year; road orders for the future delivery are about the same week a year ago. Merchants have visited the market in about equal numbers. Collections are better than in the week a year ago."

### See Real Prosperity Here.

In commenting on the conditions in textile and allied lines, the *Dry Goods Economist* to-day will say:

"If any merchant is to be successful in the underling business of this country, financial and commercial situation at this time he has but to note the continued firmness in prices now for the merchandise, but also of securities and of speculative commodities. Seeing that the country is now practically at war with Germany, the slight inflation which is under the influence of the war has been reflected on the markets speaks volumes of the future of trade and industry. The indications are, too, that means will be provided for the resumption of export trade, now temporarily squelched by submarine ruffians."

"In the dry goods field the price tendency is in line with the general movement. In many branches the movement continues in an upward direction. This is especially true of all goods of which wool is a component. Wool is clearly in the shortage of wool recognized that worsted yarns of a character heretofore employed only in the manufacture of carpets are showing much anxiety to be used by dry goods manufacturers. Wherever possible, of course, cotton is employed as a substitute for wool."

### New Fleece Fabric Contingencies.

Fancy mohair in shirtings, striped effects, box plaids and three tone box plaids is one of the newest contingencies for millinery fall wear. Manufacturers are sampling this fabric in a large way and indications point to its extensive use. Mohair plush in overalls, both bright and subdued colors, is being produced freely for stock orders. Garment producers are showing much anxiety to cover ahead, as prices are on an upward tendency and early withdrawals expected.

### Brisk Demand for Wash Dresses.

There is a decided movement of cotton and linen wash dresses. Voile, ratine, batiste and cool cloths are selling freely in white, in solid colors and in combinations of white with colors. The new printed patterns. Linens are used mostly in white with color trimmings and in colored stripes on white grounds. An indication of the fact that the cotton and linen costume will hold sway for winter wear, as the recent consumption of many lines of dress material will force white to the front.

### Cotton Goods Higher.

Raw cotton is back to a pretty high figure, the price of spot this week reaching 15.5 cents. The market for fabrics, including ginghams and outings, were either pegged upward or placed at value, which means that advance may take place at any time. Large producers of percales are still hesitating to make prices on full goods.

### Wool Men Leave for the Road.

During the last few days a change has taken place in the attitude of shawl manufacturers with regard to their men going on the road. While the out of town merchants were here the expression of opinion by many of the shawl concerns was that business was so good that it would not be necessary to send their men to their respective territories. Since the last of the shawl men have, however, there has been a perceptible lull. Sellers are now anxious for their men to start as soon as new samples are completed.

### Underwear Wanted for Export.

Several South American buyers are in the local market in search of further supplies of men's hosiery and underwear. Large quantities are wanted for immediate shipment, but sellers are reluctant to accept the bids. The buyers believe that the local market is overstocked, and are averse to meet "sellers' price ideas. Aside from picking up small lots the buyers are having difficulty in supplying their needs."

### Sports Shirt Outlook Bright.

Manufacturers of men's sports shirts are optimistic about the outlook for the coming season. They are confident that the demand for sports shirts will be large, and are placing orders for prompt shipment in a large way. The great surprise to many concerns is that the retail trade is not buying as much as they expected. Consumers will buy just the same regardless of the cost. If this holds good producers who have made up large stocks will be safe from injury in the present advance and uncertainty of prices.

### Summer Suitings Selling Well.

The approach of warmer weather in certain sections of the country is stimulating the demand for summer suitings. Tailors to the trade are now turning their attention to this branch of the dry goods trade, and a large yardage is being taken. Although some retailers are ready to wear garments have been inclined to believe that as a class summer suitings will not realize the expectations of all as far as their consumption in Northern and Western cities is concerned, leading piece goods distributors are receiving their share of the business.

### Little Speculation in Wool.

Boston, March 9.—The *Commercial Bulletin* will say to-morrow:

The failure of Congress to make appropriations for military clothing is exerting influence on the wool markets this week and speculative buying was at a low ebb, although manufacturers took moderate quantities of wool at firm prices. News from the West indicates a material decrease in contracting orders, prices having now reached a level which Eastern buyers are unwilling to meet. Manufacturers are generally occupied on old contracts and are receiving a modest volume of new business."

### Print Cloth Market Active.

The New York market for goods in the gray was fairly active yesterday and sales of both wide and narrow print cloth were reported. There was some inquiry for light gray and dark gray yardage changed hands. A few small sales of second hand cloths were put through at prices which shade lower than current first hand quotations. Sheetings and onseams continued to show little life.

### Buyers in the City.

Buyers may register in this column when ready to look at merchandise.

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